

What's at Stake for New Jersey?

New Jersey produces agricultural, fish, and wood products that are exported worldwide. In 1997, the state's total cash receipts from farming reached \$776 million. Data for 1996 indicate that wood product shipments totaled \$369 million, and commercial fish landings were \$94 million. These industries are important to New Jersey's economy. They create jobs on farms, in mills, and at ports, and also support jobs in related sectors, such as food processing, transportation, and manufacturing.

New Jersey's agricultural exports were estimated at \$168 million in 1997. The top exports were:

- # vegetables and preparations -- \$20 million
- # soybeans and products -- \$17 million
- # fruits and preparations -- \$11 million

World demand for agricultural and wood products is increasing, but so is competition among suppliers. If New Jersey's industries are to compete successfully for export opportunities in the 21st century, they need *fair trade* and *fair access* to growing global markets.

New Jersey Benefits from Trade Agreements

New Jersey already benefits from a number of trade agreements. While there is still much to be done, examples of new market opportunities include:

- # With more than one-third of its farm receipts coming from horticultural products like fresh tomatoes and sweet corn, New Jersey benefits under the Uruguay Round as Thailand cuts tariffs 50% on tomato juice and vegetable juice mixtures. Japan, Korea and Thailand are lowering their tariffs on canned sweet corn, and Japan is reducing tariffs on frozen sweet corn from 12.5% to 7.5%. Under a bilateral agreement, Japan lifted its ban on U.S. fresh tomatoes.
- # The 1989 U.S.-Canada Free Trade Agreement all but eliminated tariffs on fish and seafood, helping to more than double U.S. exports from \$196 million to \$448 million. NAFTA helps U.S. exporters maintain their position as leading suppliers of fish and seafood products to Mexico.
- # Under the Uruguay Round, major U.S. trading partners are reducing their tariffs 28% on average for wood products. Under NAFTA, Mexico is eliminating most of its tariffs on logs, softwood lumber, wood moldings, and plywood by 2004.

